

Message Text

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ACTION NEA-10

INFO OCT-01 ISO-00 SAB-01 SAM-01 NIC-01 SP-02 AID-05 EB-07

NSC-05 RSC-01 CIEP-01 TRSE-00 SS-15 STR-01 OMB-01

CEA-01 COME-00 CIAE-00 DODE-00 PM-03 H-01 INR-05 L-02

NSAE-00 PA-01 PRS-01 NSCE-00 SSO-00 USIE-00 INRE-00

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E.O. 11652 N/A

TAGS: ETRD, BTIO, TC, BG

SUBJECT: ABU DHABI'S DONATION OF DREDGERS TO BANGLADESH

1. SECRETARY DOLA, MINISTRY OF FLOOD CONTROL, WATER RESOURCES AND POWER, TELEPHONED AMBASSADOR DECEMBER 24 TO INFORM US OF BDG COMMERCIAL PURCHASE OF TWO LARGE DREDGERS, WITH MONEY DONATED BY ABU DHABI. DOLA SAID HE WAS CALLING AT SPECIFIC REQUEST OF PRIME MINISTER WHO WANTED U.S. INCLUDED IN LIST OF POSSIBLE SUPPLIERS. BDG HAS ALSO APPROACHED OTHER MAJOR SUPPLIERS, INCLUDING UK, FRG, AND NETHERLANDS.

2. DURING PRIME MINISTER MUJIB'S VISIT TO ABU DHABI, DECEMBER 18 TO 20, ABU DHABI ANNOUNCED THE DONATION OF TWO DREDGERS FOR USE IN FLOOD CONTROL EFFORTS IN BANGLADESH. ADU DHABI HEAD OF STATE WILL VISIT BANGLADESH DURING FIRST WEEK OF MARCH AND BDG WANTS TO HAVE DREDGERS IN PLACE FOR FORMAL PRESENTATION AT THAT TIME. TIME CONSTRAINTS (MARCH 1 DELIVERY) MAY NOT ALLOW U.S. COMPANIES TO COMPETE SUCESSFULLY, BUT WE BELIEVE SIZE OF POTENTIAL SALE WARRANTS SPECIAL EFFORT AND

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THAT, IN ANY CASE, A PROMPT RESPONSE IS IMPORTANT. DOLA

SAID TIMING IS MORE IMPORTANT THAN TYPE OF DREDGER.

3. BDG IS ASKING FOR QUOTE PRICE INDICATIONS UNQUOTE
RATHER THAN FIRM QUOTATION FOR TWO 24 INCH/18 INCH CUTTER
HEAD SUCTION TYPE DREDGERS. PRICE INDICATIONS SHOULD
BE C.I.F. CHITTAGONG AND INCLUDE FOLLOWING:

- A) FIFTEEN PERCENT SPARE PARTS
- B) THREE THOUSAND FOOT PIPELINE
- C) ONE EIGHT HUNDRED H.P. TUG BOAT
- D) ONE ANCHOR BARGE
- E) ONE ACCOMODATION BOAT
- F) ONE TWO HUNDRED TON CAPACITY FUEL TANKER

SELF PROPELLED DREDGERS WITH ELECTRICAL RATHER THAN
HYDRAULIC SYSTEM ARE PREFERABLE. DREDGERS SHOULD HAVE
60 FOOT DIGGING CAPACITY WITH OUTPUT OF 1000 CUBIC YARDS
OF SLUSH AT 2000 FOOT PIPELINE DISTANCE. DOLA EMPHASIZED
THAT ABOVE SPECIFICATIONS AND EVEN PRICE ARE NEGOTIABLE
IF DELIVERY TIME IS RIGHT. TOTAL PRICE SHOULD BE
APPROXIMATELY DOLS FIVE MILLION AND PAYMENT TERMS ARE
CASH.

4. WE FULLY REALIZE THAT IN ORDER TO MEET DELIVERY TIME
DREDGERS WOULD HAVE TO BE READY FOR SHIPMENT NOW BUT
PROMPT RESPONSE EVEN IF IT IS NEGATIVE WOULD INDICATE
OUR WILLINGNESS COOPERATE WITH BDG IN SUCH COMMERCIAL
OPPORTUNITIES. BOSTER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN ASSISTANCE, LOANS, EXCAVATING EQUIPMENT, DREDGING
Control Number: n/a
Copy: SINGLE
Draft Date: 26 DEC 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: shawdg
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974DACCA05845
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740374-0835
From: DACCA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741210/aaaaainr.tel
Line Count: 87
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: shawdg
Review Comment: n/a
Review Content Flags:
Review Date: 14 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14-Aug-2002 by shawdg>; APPROVED <19 MAR 2003 by shawdg>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ABU DHABI'S DONATION OF DREDGERS TO BANGLADESH
TAGS: ETRD, BTIO, TC, BG
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005